

SPO ALERT

Date: March 31, 2017

To: State Agencies and Cooperative Members

From: State Procurement Office

Re: Award of: AWS EA for Cloud Services

Resultant Contract:

Contracts Number	Vendor Name	Effective
ADSP017-160837	Amazon Web Services, LLC	3/20/2017

Description:

This contract provides direct access to AWS products and now adds AWS services and training. This transition to the direct model will have no effect or impact to your operations.

Summary of Results:

Awarding directly to AWS has eliminated the 15% uplift that was previously applied to all orders through Unisys. This direct award has also allowed the State to engage in an additional negotiation conversation (results still pending) for product costs.

Supplier	Savings Achieved
Amazon Web Services, LLC	\$375,000(annually) / 15%

If there are any questions, please feel free to contact Charlotte Righetti, CPPB, CTNS, State Procurement Manager at (602) 542-9127 or charlotte.righetti@@azdoa.gov.